



Results of the 2003 Floriculture Survey

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The 2003 wholesale value of sales by commercial flower and foliage producers in Pennsylvania totaled \$184.7 million, down \$7.2 million from 2002. Pennsylvania ranked sixth nationally in wholesale sales of floriculture crops.

The wholesale value of cut flowers sold in 2003 totaled \$2.9 million, down \$0.9 million from 2002. The value of sales at wholesale of potted flowering plants was \$41.0 million, down \$2.3 million from 2002. Pennsylvania ranked seventh nationally for the value of sales at wholesale of potted flowering plants. Sales of foliage plants for indoor or patio use were \$3.3, down \$1.2 million from 2002. Sales of all bedding

and garden plants in flats, pots and baskets totaled \$85.0 million, up \$6.9 million from 2002.

The total covered growing area for Pennsylvania in 2003 was 23.1 million square feet, down from 26.0 million square feet in 2002. The types of covered growing area were: glass greenhouses, 4.3 million square feet; fiberglass and other rigid greenhouses, 2.6 million square feet; film plastic (single/multi) greenhouses, 15.9 million square feet; and shade and temporary cover, 334,000 square feet. Growers also used 588 acres of open grown in 2003. There were 911 growers in 2003, compared to 1,045 growers in 2002.

Pennsylvania: Number of Growers, Reported Gross Value of Sales, 2002-2003

Value of Sales	2002	2003
	<i>Number</i>	
\$10,000 - \$19,999	199	152
\$20,000 - \$39,999	206	180
\$40,000 - \$49,999	94	93
\$50,000 - \$99,999	290	255
\$100,000 - \$499,999	200	178
\$500,000 or More	56	53
TOTAL	1,045	911
	<i>1,000 Dollars</i>	
Expanded wholesale value ¹	191,886	184,731

¹ Wholesale value of sales as reported by growers with \$100,000 or more in sales of floriculture crops plus a calculated wholesale value of sales for growers with sales below \$100,000. The value of sales for growers below the \$100,000 level was estimated by multiplying the number of growers in each size group by the mid-point of each dollar value range.

Pennsylvania: Growing Area by Type of Cover, All Operations with \$10,000+ Sales, 2002-2003

Type of Cover	2002	2003
	<i>Number</i>	
Total number of growers	1,045	911
	<i>1,000 Square Feet</i>	
Glass greenhouses	4,716	4,312
Fiberglass & other rigid greenhouses	3,146	2,596
Film plastic (single/multi) greenhouses	17,455	15,860
TOTAL GREENHOUSE COVER	25,317	22,768
Shade and temporary cover	598	334
TOTAL COVERED AREA	25,915	23,102
	<i>Acres</i>	
Open ground	707	588

Pennsylvania: Growing Area by Type of Cover, All Operations with \$100,000+ Sales, 2002-2003

Type of Cover	2002	2003
	<i>Number</i>	
Total number of growers	256	231
	<i>1,000 Square Feet</i>	
Glass greenhouses	3,792	3,640
Fiberglass & other rigid greenhouses	2,377	1,998
Film plastic (single/multi) greenhouses	12,017	11,182
TOTAL GREENHOUSE COVER	18,186	16,820
Shade and temporary cover	299	215
TOTAL COVERED AREA	18,485	17,035
	<i>Acres</i>	
Open ground	385	334

Pennsylvania: Floriculture Crops - Wholesale Value of Sales by Category for Operations with \$100,000+ Sales, 2002-2003

Category	2002	2003
	<i>1,000 Dollars</i>	
Total cut flowers	3,768	2,891
Total potted flowering plants	43,301	40,975
Total foliage for indoor or patio use	4,535	3,373
Total bedding/garden plants ¹	78,083	84,984
Annual bedding/garden plants	61,072	64,257
Herbaceous perennial plants	17,011	20,727
Propagative materials	29,748	24,032
TOTAL wholesale value (reported crops)	159,435	156,255

¹ Includes annual bedding plants and herbaceous perennials.

**Pennsylvania: Cut Flowers - Producers, Quantity Sold, Price and Value
for Operations with \$100,000+ Sales, 2002-2003**

Type	Year	Producers	Quantity Sold	Percent of Sales at Wholesale	Wholesale Price	Value of Sales at Wholesale ¹
	<i>Number</i>	<i>Number</i>	<i>1,000 Bunches</i>	<i>Percent</i>	<i>Dols. per Bunch</i>	<i>1,000 Dollars</i>
Chrysanthemums, pompon	2002	7	19	35	1.37	26
	2003	5	13	38	1.52	20
			<i>1,000 Spikes</i>		<i>Cents per Spike</i>	
Snapdragons	2002	13	1,724	98	45.4	783
	2003	10	625	96	50.4	315
			<i>1,000 Stems</i>		<i>Cents per Stem</i>	
Iris	2002	5	32	44	42.8	14
	2003	6	40	60	43.7	17
Lisianthus	2002	5	79	84	49.1	39
	2003 ²	-	-	-	-	-
Roses, all	2002	5	3,393	89	50.7	1,720
	2003	6	3,063	84	45.4	1,391
Tulips	2002	3	19	90	45.0	9
	2003 ²	-	-	-	-	-
Other cut flowers	2002	15	-	89	-	680
	2003	-	-	-	-	-

¹ Equivalent wholesale value of all sales. ² Data not published to avoid disclosure of individual operations.

**Pennsylvania: Potted Flowering Plants - Producers and Pots Sold
for Operations with \$100,000+ Sales, 2002-2003**

Flower Type	Producers		Quantity Sold				Percent of Sales at Wholesale		Wholesale Price				Value of All Sales at Wholesale ¹	
	2002	2003	Less Than 5 Inch		5 Inch or More		at Wholesale		Less Than 5 Inch		5 Inch or More		at Wholesale ¹	
	2002	2003	2002	2003	2002	2003	2002	2003	2002	2003	2002	2003	2002	2003
	<i>Number</i>	<i>Number</i>	<i>1,000 Pots</i>				<i>Percent</i>		<i>Dollars per Pot</i>				<i>1,000 Dollars</i>	
African violets	10	14	415	419	-	-	100	95	1.08	1.05	-	-	449	438
Finished florist azaleas ^{2 3}	37	31	-	-	359	75	97	92	-	-	4.27	3.93	1,534	295
Florist chrysanthemums	73	73	410	319	524	328	95	94	1.60	2.86	3.36	3.47	2,417	2,256
Easter lilies ^{2 3}	90	76	-	-	840	797	95	95	-	-	3.37	3.42	2,827	2,727
Poinsettias	163	148	876	824	3,531	2,800	91	89	1.43	1.60	3.67	4.81	14,211	14,786
Florist roses ^{2 3}	14	12	25	23	-	3	88	93	2.09	2.06	-	3.61	52	58
Spring flowering bulbs	91	81	869	891	924	920	93	92	1.37	1.36	3.09	3.10	4,046	4,064
Other potted flowering plants	98	88	2,712	2,472	4,607	4,308	96	93	1.29	1.36	3.01	2.92	17,366	15,941

¹ Equivalent wholesale value of all sales. ² Pot sizes have been combined to avoid disclosure of individual operations. ³ Pot price is a weighted average of all pots reported to avoid disclosure of individual operations.

**Pennsylvania: Foliage Plants for Indoor or Patio Use, Potted Foliage - Producers,
Quantity Sold, Price and Value for Operations with \$100,000+ Sales, 2002-2003**

Producers		Percent of Sales at Wholesale		Value of Sales at Wholesale ¹	
2002	2003	2002	2003	2002	2003
<i>Number</i>	<i>Number</i>	<i>Percent</i>		<i>1,000 Dollars</i>	
39	37	57	59	2,849	2,426

¹ Equivalent wholesale value of sales.

**Pennsylvania: Foliage Plants for Indoor or Patio Use Foliage Hanging Basket - Producers,
Quantity Sold, Price and Value for Operations with \$100,000 + Sales, 2002-2003**

Producers		Total Quantity Sold		Percent of Sales at Wholesale		Wholesale Price		Value of Sales at Wholesale	
2002	2003	2002	2003	2002	2003	2002	2003	2002	2003
<i>Number</i>		<i>1,000 Baskets</i>		<i>Percent</i>		<i>Dollars Per Basket</i>		<i>1,000 Dollars</i>	
74	59	392	235	93	90	4.30	4.03	1,686	947

**Pennsylvania: Potted Herbaceous Perennials - Price and Value
for Operations with \$100,000+ Sales, 2002-2003**

Flower Type	Year	Producers	Quantity Sold					Percent of Sales at Wholesale	Wholesale Price					Value of All Sales at Wholesale ¹
			Less Than 5 Inch	5 Inch or More	Less Than 1 Gallon	1 to 2 Gallon	2 Gallon & Larger		Less Than 5 Inch	5 Inch or More	Less Than 1 Gallon	1 to 2 Gallon	2 Gallon & Larger	Total
	<i>Number</i>	<i>Number</i>	<i>1,000 Pots</i>					<i>Percent</i>	<i>Dollars Per Pot</i>					<i>1,000 Dols</i>
Hardy/garden Chrysanthemum	2002	147	232	3,377	-	-	-	83	1.17	1.97	-	-	-	6,924
	2003	136	533	3,423	-	-	-	86	1.64	2.00	-	-	-	7,720
Hosta	2002	80	-	-	63	79	23	84	-	-	2.44	3.84	6.27	601
	2003	73	-	-	²	270	²	92	-	-	³	3.40	³	917
Other herbaceous Perennials	2002	128	-	-	2,559	1,275	151	82	-	-	1.74	3.28	5.64	9,486
	2003	113	-	-	2,575	1,520	121	85	-	-	2.54	3.22	5.41	12,090

¹ Equivalent wholesale value of all sales. ² Pot sizes have been combined to avoid disclosure of individual operations. ³ Pot price is a weighted average of all pots reported to avoid disclosure of individual operations.

**Pennsylvania: Annual Bedding/Garden Plants Flats (Only) - Producers, Quantity Sold,
Price and Value for Operations with \$100,000+ Sales, 2002-2003**

Annual Bedding/ Garden Plants	Year	Producers	Total Quantity Sold	Percent of Sales at Wholesale	Wholesale Price	Value of Sales at Wholesale ¹
<i>Flats (ONLY)</i>	<i>Number</i>	<i>Number</i>	<i>1,000 Flats</i>	<i>Percent</i>	<i>Dollars per Flat</i>	<i>1,000 Dollars</i>
Begonias	2002	148	252	87	7.24	1,824
	2003	136	159	75	7.46	1,186
Geraniums from vegetative cuts	2002	9	4	50	10.29	41
	2003	8	8	10	11.45	92
Geraniums from seed	2002	29	33	75	11.03	364
	2003	22	12	65	10.29	123
New Guinea Impatiens	2002	6	12	79	12.51	150
	2003	7	20	76	10.67	213
Impatiens	2002	175	648	79	7.57	4,905
	2003	158	643	79	6.90	4,437
Marigolds	2002	157	275	81	8.08	2,222
	2003	146	265	83	7.54	1,998
Pansy/Viola	2002	158	323	85	7.75	2,503
	2003	149	297	84	7.50	2,228
Petunias	2002	177	374	77	7.93	2,966
	2003	168	397	79	7.42	2,946
All other flowering & foliar plants	2002	178	1,167	71	7.27	8,484
	2003	162	1,242	73	8.21	10,197
Vegetative type bedding plants	2002	160	321	73	7.41	2,379
	2003	151	308	75	7.69	2,369

¹ Equivalent wholesale value of all sales.

**Pennsylvania: Annual Bedding/Garden Plants Potted (Only) - Producers, Quantity,
Price and Value for Operations with \$100,000+ Sales, 2002-2003**

Annual Bedding/Garden Plants	Year	Producers	Quantity Sold		Total	Percent of Sales at Wholesale	Wholesale Price		Value of Sales at Wholesale ¹
			Less Than 5 Inch	5 Inch or More			Less Than 5 Inch	5 Inch or More	
<i>Potted Plants (ONLY)</i>		<i>Number</i>	<i>1,000 Pots</i>			<i>Percent</i>	<i>Dollars Per Pot</i>		<i>1,000 Dols.</i>
Begonias	2002	89	376	95	471	91	0.89	1.61	488
	2003	79	428	103	531	87	0.95	1.64	576
Geraniums from vegetative cuts	2002	187	3,364	366	3,730	75	1.32	3.68	5,787
	2003	166	3,525	347	3,872	79	1.44	3.15	6,169
Geraniums from seed	2002	67	2,843	20	2,863	93	0.82	1.36	2,358
	2003	64	2,847	28	2,875	89	0.75	1.25	2,170
New Guinea Impatiens	2002	171	760	153	913	70	1.45	2.96	1,555
	2003	156	954	107	1,061	74	1.30	3.35	1,599
Impatiens	2002	75	593	181	774	93	0.78	2.03	830
	2003	66	664	146	810	94	0.81	2.43	893
Marigolds	2002	53	210	111	321	87	0.74	1.48	320
	2003	-	242	100	342	88	0.81	1.47	343
Pansy/Viola	2002	52	484	154	638	91	0.70	1.64	591
	2003	47	494	214	708	93	0.73	1.82	750
Petunias	2002	97	589	333	922	90	0.79	2.63	1,341
	2003	94	756	420	1,176	92	0.75	2.95	1,806
All other flowering & foliar plants	2002	132	2,769	1,180	3,949	85	1.14	2.91	6,590
	2003	122	4,037	1,416	5,453	89	1.07	3.60	9,417
Vegetative type bedding plants	2002	96	1,276	246	1,522	84	1.17	1.48	1,857
	2003	86	1,586	273	1,859	87	1.00	1.42	1,974

¹ Equivalent wholesale value of all sales.

**Pennsylvania: Annual Bedding/Garden Plants Hanging Baskets (Only) - Producers,
Quantity Sold, Price and Value for Operations with \$100,000+ Sales, 2002-2003**

Annual Bedding/Garden Plants	Year	Producers	Total Quantity Sold	Percent of Sales at Wholesale	Wholesale Price	Value of Sales at Wholesale ¹
<i>Hanging Baskets (ONLY)</i>	<i>Number</i>	<i>Number</i>	<i>1,000 Baskets</i>	<i>Percent</i>	<i>Dols. per Basket</i>	<i>1,000 Dollars</i>
Begonias	2002	95	110	90	5.55	611
	2003	86	82	79	5.67	465
Geraniums from seed	2002	8	3	56	8.74	26
	2003	9	7	43	6.28	44
Geraniums from vegetative cuts	2002	130	220	75	6.51	1,432
	2003	120	228	82	6.83	1,557
New Guinea Impatiens	2002	132	310	88	5.82	1,804
	2003	120	259	86	5.92	1,533
Impatiens	2002	108	254	91	4.21	1,069
	2003	102	246	91	4.34	1,068
Pansy/Viola	2002	37	50	92	5.66	283
	2003	37	58	93	5.93	344
Petunias	2002	130	211	80	5.90	1,245
	2003	120	244	84	5.82	1,420
All other flowering & foliar plants	2002	152	1,266	77	5.56	7,039
	2003	135	1,150	74	5.51	6,337

¹ Equivalent wholesale value of all sales.

**Pennsylvania: Propagative (Unfinished) Floriculture Material - Total Value of Sales
by Category for Operations with \$100,000+ Sales, 2002-2003**

Year	Potted Flowering Plants	Annual Bedding/ Garden Plants	Herbaceous Perennial Plants
	<i>1,000 Dollars</i>	<i>1,000 Dollars</i>	<i>1,000 Dollars</i>
2002	1,912	6,020	21,730 ¹
2003	1,250	6,046	

¹ Missing data were not included in order to avoid disclosure of individual operators.